

RIVERSIDE CHAMBER OF COMMERCE HONORS **JOHNSON MACHINERY** AS **BUSINESS OF THE YEAR**



Each year, the Greater Riverside Chambers of Commerce salute a local company that embodies a strong dedication to Riverside while setting high marks as a business model. This year, the Chamber honored Johnson Machinery as the 2008 Business of the Year.

"Johnson Machinery has been a role model to businesses throughout the Riverside area and has been instrumental to the economic growth seen throughout the region. Bill and Sue Johnson have been active members in the community and have supported numerous organizations throughout the Inland Empire. The Chamber was honored to recognize Johnson Machinery as the 2008 Business of the Year; Johnson has remained devoted to community service and growing the business opportunities throughout Riverside." Kelly Kunz, Communications and Marketing Manager, Riverside Chambers of Commerce.

Johnson/Lift Receives Columbia ParCar Sales Award

Johnson/Lift received an award for being Columbia ParCar's leading Industrial Dealer for the Western Region in 2006-2007. Our sales of Columbia ParCar were up 39% for 2007. This award was presented at their Western Regional Meeting in Las Vegas. Columbia ParCar is leading provider of Industrial Warehouse Equipment such as Personnel Carriers, Industrial Carts and Burden Carriers which are used numerous material handling applications.



*Pictured (L to R):
Todd Sauey - Chairman/CEO Columbia ParCar
Jim Henderson - Sales Consultant - JLH-LA/Inland Empire
Bob Pilon - General Sales Manager - JLH
Scott Pearson - Sales Consultant - JLH-Orange/ San Diego Counties
Gary Allenbrand - VP Sales - Columbia ParCar*

Johnson/Lift

SUPPORTS OUR TROOPS

Military Sealift Fleet Support Command is a naval entity that provides cargo and weapons distribution to Navy shops heading out to the Persian Gulf to support the troops in Iraq.

Johnson/Lift Store 2 in San Diego has been supporting the Military Sealift Fleet Support Command, and has performed repairs, safety inspections, and weight re-certifications to dozen of military lift trucks - specifically from the USNS Mercy Hospital ship, USNS Rainier, and USNS Kaiser. The team in San Diego has also performed warranty repairs for Hyster units on the USS Ronald Reagan.

Because of the great customer service they received at our San Diego facility, Military Sealift has called us their preferred service provider for equipment on ships in the San Diego port. The store is also providing service to Camp Pendleton, North Island, Coronado Naval Station, and the 32nd Street Naval Station in San Diego.

Scott Sterne, Service Manager is working on a large contract with Military Sealift to support all Pacific Fleet ships sailing through San Diego, some shops may sail

from Portland, OR and Seattle, WA - for service in San Diego. Military Sealift Command has commented that the service they receive from Johnson/Lift in San Diego is the highest quality, and out performs by the previous service providers. Scott mentioned, "The support our



service department receives from the parts department has made our jobs much easier - especially since the Military spec'd units are very different from our standard forklifts, so big kudos to Mark Moffett and Manny Hernandez".

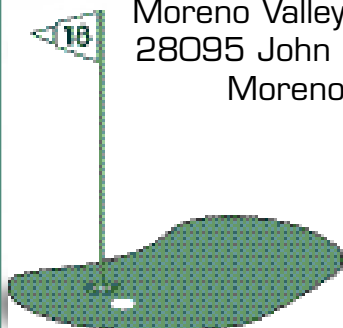
Keep up the great work, guys - and good luck with that contract!

Johnson Machinery

GOLF TOURNAMENT

Four Person Scramble
Please register before June 1st.

Moreno Valley Ranch Golf Club
28095 John F. Kennedy Drive
Moreno Valley, CA



Trophies for:

- 1st Place Team
- 2nd Place Team
- 3rd Place Team

SHOTGUN START!
Saturday June, 21, 2008
Registration at 7:00 a.m.
We ALL tee off at 8:00 a.m.

\$50.00 per player
(Includes bucket of balls before the round, green fees, cart, and lunch)

TOM MILLER - SET TO RETIRE

Tom Miller has been with Johnson Machinery as the Product Support Sales Manager for a little over three years, and he has worked for the last 46 years in the Caterpillar Dealer network. In early July, Tom plans to retire - along with his wife, Nancy, he will move to Florida to enjoy the fair weather and plenty of golf.



TIM D'AGOSTIN RETIRES

Tim D'Agostin retires from Johnson Machinery after 12 years of service. Tim was hired as a mechanic for Johnson Machinery, worked in the Rental division for several years, where he was an expert in repairing hydraulic hammers before returning to the service department again. Enjoy the golden years, Tim!

DUANE VALANTINE TAKES THE PSSR MANAGER ASSIGNMENT

Duane Valentine will be assuming the Product Support Sales Manager position at Johnson Machinery and will continue to perform his current responsibility as Service Operations Manager. Duane and Tom Miller will be working together closely to insure a smooth transition in the coming months.



DIRK KENNY TAKES THE MANAGER'S CHAIR AT EVER-PAC

At the end of January, earlier this year, Dirk Kenny became the Manager of Ever-Pac. Dirk began at Johnson Machinery in 1999 as a Main Shop mechanic, and then became a mobile lube technician. After that he served as a Field Service mechanic for 2 years, and then as the Main Shop foreman for about four months. Next, Dirk moved into the service office and dispatched field welders, lube techs, A/C techs, and PIP mechanics; and then became the Spec Shop supervisor. Dirk spent the last 2 years as Field Service Manager in the Service office.

Dirk intends to expand Ever-Pac's machining capabilities and would like to draw "non-Cat" work into the shop. With the years of experience the staff at Ever-Pac can brag about - he has a great foundation to build upon.

Congratulations to all!

FIVE MYTHS OF RETIREMENT INVESTING

When investing for retirement, it sometimes seems there are as many myths afoot as there are realities. Here are some observations to help investors overcome a few common myths and help achieve their long-term goals.

Myth #1: It's too late for me to start saving for retirement.

This myth can lead to inaction - whereas the reality is that it's never too late to start saving. Of course, the best strategy is to start saving early, because \$10,000 saved in your 20s and 30s is going to be worth a lot more when you are age 65 than \$10,000 saved in your 40s or 50s. But no matter where you are in life, you'll benefit from putting your money to work for you now. The first thing to do is maximize the contributions you make to your 401(k) plan and to make sure you are getting the full employer match. Second, look at a traditional IRA or a Roth IRA as a supplement. Finally, if you are age 50 or over, take advantage of the catch-up contributions that are available to you - they can help you boost your savings in a dramatic way.

Myth #2: I got a late start, so I'll invest aggressively to compensate.

With this approach, you're trying to make up for lost time, but it may expose your savings unnecessarily to dramatic ups and downs in the market. If stock markets drop precipitously, say when you're age 58, you may find yourself with insufficient savings, and you may have to work longer, save more, or spend less when you do retire.

Myth #3: My retirement savings need to last only 10 or 20 years.

The pitfall of believing this myth is that it might cause you to run out of money. Life expectancy tables tell us that for every 65 year old couple, there's a 72%

chance that at least one will live to age 85, and an almost 20% chance that one will live to age 95. Today, you have to plan on your retirement income lasting 25 or 30 years, not 10. Consider an investment strategy designed for asset growth and for an income stream.

Myth #4: I need a dozen or more funds for my portfolio to be diversified.

Diversification is a good way to spread your risk, reducing the impact of a steep downturn in any one asset class or market sector. The danger here lies in misinterpreting diversification. For lots of people, holding either a target retirement fund - which is actually a basket of mutual funds - or a combination of a total stock market index fund and a total bond market index fund will provide all the diversification they need. You don't need to hold a lot of funds to be diversified, if the funds you do hold are well-diversified themselves.

Myth #5: When I retire I should move out of stocks

This myth also can put you at risk of outliving your money. If an investor moves completely out of equities into bonds, this may allow inflation to eat up more of their return, because they're removing the potential for greater growth from their portfolio. Over long periods, returns from an all-bond portfolio are likely to be more modest and may not keep pace with inflation. Holding a well diversified portfolio is key.

New Arrivals!



James Matthew Carswell
1-27-08 • 7 lbs. 6 oz.

Parents: Zac & Dani Carswell



Carolina K. Arriaga
1-31-08 • 9 lbs. 0 oz.

Parents: Juan & Sandy Arriaga



Eric Wayne Parker, Jr.
2-28-08 • 5 lbs. 13 oz.

Parents: Eric & Kimberly Parker



Jacob Steven Rico
5-14-08 • 8 lbs. 1 oz.

Parents: Jose & Daysi Rico

Johnson Machinery 2008 Holidays and Events

Monday, May 26th Memorial Day
 Friday, July 4th Independence Day
 Monday, September 1st Labor Day
 Thursday & Friday November 27 & 28 Thanksgiving
 Thursday, December 25th Christmas
 Thursday, January 1, 2009 New Year's Day
 Saturday, December 13th Holiday Party

JOHNSON *Journal*

The *Johnson Journal* is published for Johnson employees and their families only. This is not a customer publication; please do not circulate outside of Johnson. Please direct questions or comments to ext. 2350.